



*Do you want to solve problems instead of sitting through meetings?  
Do you work better as part of a small, focused team?  
Do you want to feel a sense of ownership in what you do and make a real impact?  
So do we.*

*We are looking for individuals who love technology, appreciate elegant solutions to hard problems, and want to learn new things.  
Sense of humor required... Seriously.*

ExtraHop Networks is more than just the products we sell. We've built our company from the ground up with the idea of creating great jobs for great people. As a fast-paced startup, each day offers new opportunities to innovate in all areas of the company. We value quality and integrity in everything we do, from interacting with customers to developing the best technology in the industry.

Don't just take our word for it. We're a favorite! The Puget Sound public has chosen us as one of the "Best Companies to Work For" in the Favorite Startups category in the fourth annual NWjobs People's Picks contest: <http://marketplace.nwsourc.com/job/peoplespicks/2009/winners/index.cfm?lid=709015>

If you are an Inside Sales Representative who shares our philosophy, we would like to hear from you! This key position requires someone who is able to learn and maintain an in-depth knowledge of ExtraHop's products and technologies, competitive products, and industry trends. As a part of the sales team, you also will accept inbound and perform outbound telephone calls from/to end users and reseller partners to identify sales opportunities. You will utilize a consultative selling approach to educate end users and partners.

### **Responsibilities**

- Manage sales opportunities and account development throughout the prospecting and lead generation process
- Develop successful inside-sales forecasts and implement planning to achieve goals
- Gather information about prospect business needs and plan for technical solution design
- Handle lead-generation activities as required, including attending trade shows and following up on direct-marketing activities
- Answer telephone inquiries from customers, vendors, and Outbound Sales Representatives
- Efficiently process order requests received via telephone, email, and facsimile
- Provide accurate quotes and product information to customers in a timely and efficient manner
- Provide support to the outbound sales department by keeping them updated about their customer accounts and preparing quotes, bids, and reports
- Follow up with customers on quotes, reports, orders, and other concerns.

### **Qualifications**

- Four-year degree or equivalent in a related discipline (for example, information technology, computer science, business, or engineering)
- Good knowledge of enterprise-network technology required
- Excellent communication (verbal and written), organizational, and interpersonal skills required
- Experience in customer service and/or managing customer accounts strongly preferred
- Ability to work in a very fast-paced sales environment

**Physical Demands and Work Environment**

Duties are performed in an office environment while sitting at a desk or computer table. Duties require the ability to utilize a computer keyboard, communicate over the telephone, and read printed material.

ExtraHop Networks is an Equal Opportunity Employer.